INDITEX

Interim Nine Months 2010

15 December 2010

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Overview

Pablo Isla

Deputy Chairman & CEO

Interim Nine Months 2010: Overview IND



- ► Sales growth of 14%
- Ongoing international expansion
- ▶ High operational efficiency and cost control
- Strong cash flow and reinvestment in the business
- Expansion plan on track



Financial Summary

Ignacio Fernández

CFO

Interim 3Q2010



million €	3Q2010	3Q2009
Net Sales	8,866	7,759
Gross profit	5,307	4,430
EBITDA	2,061	1,555
EBIT	1,565	1,089
Net income	1,179	831



% on sales	3Q2010	3Q2009	% 10/09
Gross margin	59.9%	57.6%	277 b.p.

- ▶ Gross profit growth of 20% to €5.3 bn
- Exceptional growth in 1H2010 Gross margin
- ▶ Normal Gross margin drivers in 2H2010

Operating expenses



million €	3Q10	3Q09
Operating expenses	3,244	2,874

▶ Tight control of operating expenses

Working capital



million €	3Q10	3Q09
Inventory	1,296	1,168
Receivables	564	464
Payables	(3,161)	(2,466)



Concepts

Marcos López

Capital Markets Director

Store openings

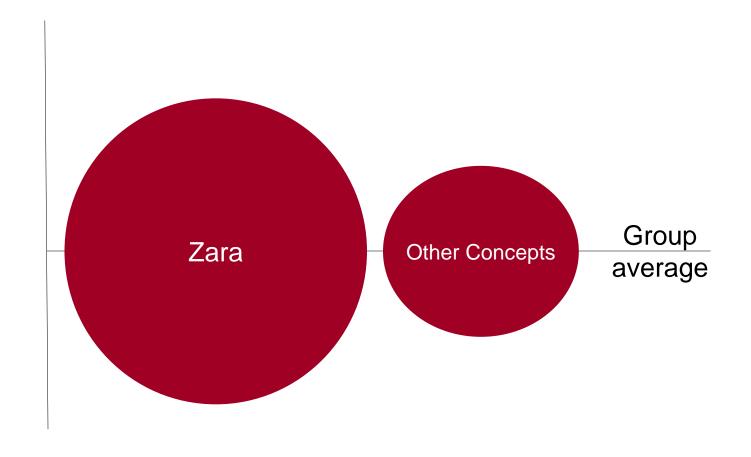


Openings	3Q10	3Q09
Zara	80	69
Pull&Bear	37	31
Massimo Dutti	22	24
Bershka	47	47
Stradivarius	58	43
Oysho	30	13
Zara Home	11	20
Uterqüe	15	19
Total	300	266

▶ Store openings to reach top-end of range for FY2010

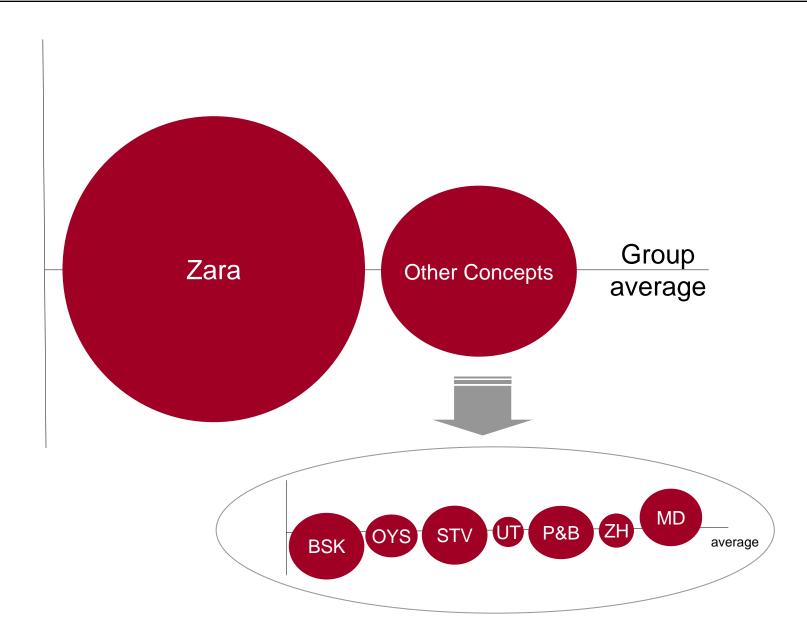
Performance per concept





Performance per concept







Outlook

Pablo Isla

Deputy Chairman & CEO

FY2010: Outlook

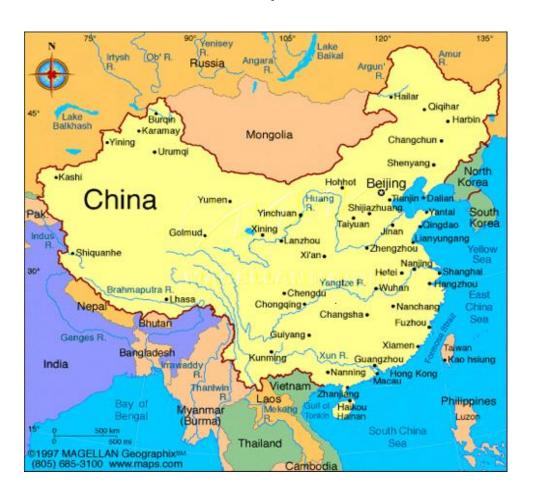


- Store sales in local currencies have increased 10% from 1 August to 12 December 2010
- ► The Autumn-Winter season is influenced significantly by the performance over the Christmas period and after-Christmas sales, due to their important sales volumes

All concepts in China in 2011



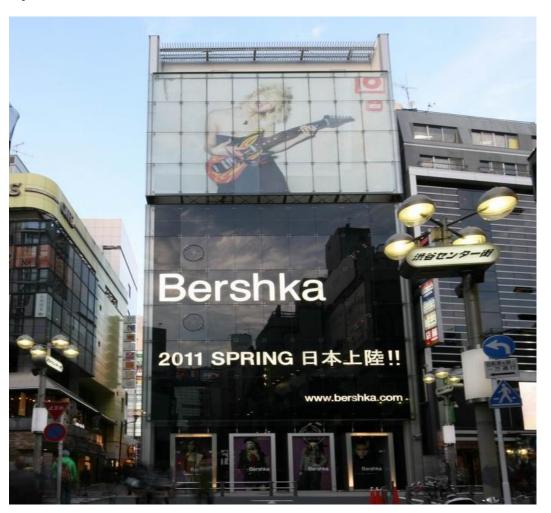
- ▶ Launch of Zara Home, Oysho and Uterque early next year
- Expansion of all Inditex concepts in China in 2011



Japan: Launch of Bershka



- ▶ Launch in early 2011: Flagship store in Tokyo at Shibuya
- ▶ Further expansion over 2011



South Korea: Massimo Dutti



▶ Launch first stores: Seoul at Garosu Rd and Kangnam Rd



Australia and South Africa: 2011



▶ First store openings





Zara e-commerce



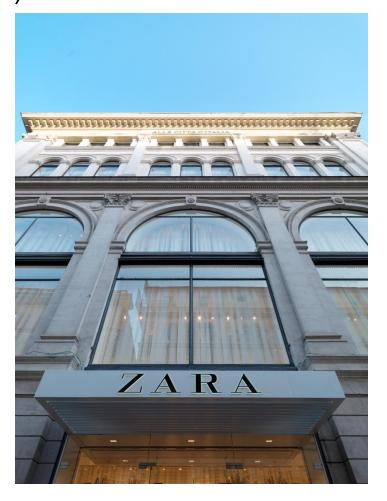
- 2 September: Launch in France, Germany, Italy, Spain,
 Portugal and United Kingdom.
- 4 November: Launch in Austria, Belgium, Ireland, Luxembourg and the Netherlands
- Currently in 11 countries in Europe
- Satisfactory customer reception
- Progressive rollout in all Zara markets

Openings: Rome (Italy)

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► Zara: Via del Corso (Palazzo Bocconi)





Openings: Hong Kong (China)

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▶ Zara: Hong Kong Airport



Openings: Central Regions (China)



► Zara: Chengdu Galleria

▶ Zara: Chongquing Huanghua





Openings: Moscow (Russia)

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▶ Zara: Megapolis



Openings: Milan (Italy)

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► Bershka: Corso Vitorio Emanuele



Openings: Chengdu (China)

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▶ Bershka: Chengdu Galleria



Openings: Saint Petersburg (Russia) INDITEX

Massimo Dutti: Saint Petersburg Galleria



New image: Hamburg (Germany)

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Massimo Dutti: Neuer Wall





Openings: Madrid (Spain)

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► Pull&Bear: Gran Vía eco-efficient store



Openings: Warsaw (Poland)

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► Stradivarius: Wolowska St.

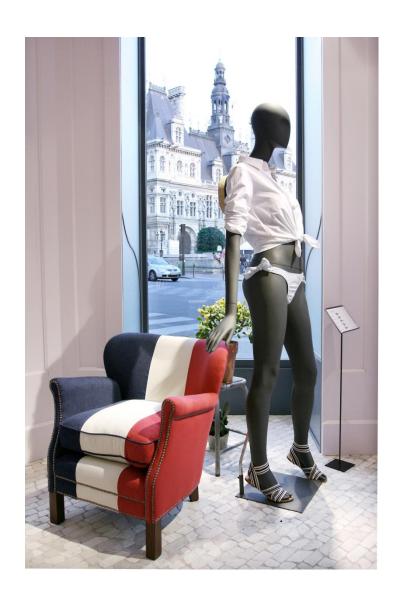


Openings: Paris (France)

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► Oysho: Rue de Rivoli





Openings: Milan (Italy)

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► Zara Home: Piazza San Babila



Openings: Brussels (Belgium)

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▶ Uterqüe: Avenue de la Toison d'Or





FY2010 Results



▶ Results for FY2010 to be released on 23 March 2011

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Interim Nine Months 2010 Q&A

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